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INFORMATION
ENF. DIV.
COMMON CARriers DIVISION

DEAR SIRs:

THIS LETTER IS IN REGARD TO DOCKET NO.92-90,
TELEPHONE CONSUMER PROTECTION ACT OF 1991. I AM A REALTOR
IN THE DETROIT, MICHIGAN AREA. COLD CALLING IS OF VAST
IMPORTANCE IN MY BUSINESS.THE BULK OF MY BUSINESS COMES FROM
COLD CALLING. IN MY OPINION THIS REGULATION WOULD BE A
DISASTER TO REAL ESTATE AS A WHOLE. THIS WOULD BE KICKING A
MARKET THAT IS ALREADY IN DIRE STRIGHTS AND DOWN ON THE GROUND
TO BEGIN WITH. THIS REGULATION COULD VERY POSSIBLY PUT ME
OUT OF BUSINESS ALONG WITH COUNTLESS OTHERS WHO ARE STRUGGLING
TO MAKE A LIVING NOW, WITH THE USE OF COLD CALLING. THIS WOULD
BE DEVISTATING TO ME AND THE MAJORITY OF MY CO-WORKERS.MY VOTE
WOULD BE NOT TO PASS THIS REGULATION. THANK YOU FOR YOUR TIME.

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SEP 18 1992

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

YOURS SINCERELY



ROD RUTH

18303 BEECH DALY
REDFORD, MICH.
48240

Gary & Mary Ann

August 18, 1992

Office of the Secretary
Federal Communications Commission
Attn: Docket No. 92-90
1919 M St. N.W.
Washington, D.C. 20554

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MAIL BRANCH

RE: Docket No. 92-90, Telephone Consumer
Protection Act of 1991



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Dear Secretary,

SEP 18 1992

We want to express our sincere and complete opposition to your drafting of the proposed restriction on the person-to-person solicitation of residential clients. calling has been an important part of our business for many years and serves as a marketing and communications method for prospective buyers as well as sellers.

The banning or restriction of the use of the telephone would be another way of severely hindering our profession from communicating much needed information and ideas with our clients.

The government of this country and its agencies have to begin to figure out ways to help the business' of the country survive and prosper instead of ways to roadblocks to make us fail. The people of this country are smarter than you give them credit for. The general public can make a rational decision if they want to carry on a conversation with a real estate agent or simply hang-up the telephone saying "no thank you I'm not interested".

The next thing you'll want to regulate is not allowing us to knock on some homeowners door to give the a notepad or information about their neighborhood! Communication is the backbone of our industry no matter if it is face-to-face, mail or the telephone.

Again, We want to say that the telephone is a crucial tool to our business and future livelihood and any effort to restrict or curtail it would be greatly harmful to our industry and my fellow real estate agents.

Sincerely,

Gary Ehrnman

Mary Ann Ehrnman



CORPORATE OFFICE: 1300 Bristol Street N. #100, Newport Beach, CA 92660 • (714) 955-9440

Newport Beach • Costa Mesa • Irvine • Fountain Valley • Huntington Beach • Tustin • Orange • Lake Forest
Laguna Hills • Laguna Beach • Laguna Niguel • Dana Point • Mission Viejo • Anaheim • Westminster • Yorba Linda



Sturgis, Inc.

2115 Plainfield Ave. NE
Grand Rapids, Michigan 49505
Business (616) 363-7783
Business (800) 678-5512
Fax (616) 363-7109

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COMMUNICATIONS SECTION
FEDERAL COMMUNICATIONS COMMISSION
WASHINGTON, D.C. 20554

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

August 26, 1992

Office of the Secretary
Federal Communications Commission
Attn: Docket No. 92-90
1919 M Street, N.W.
Washington, D.C. 20554

Cold calling is of great importance to those of us who work in real estate sales and who deal directly with the public. Also included in this category are stock brokers, insurance agents, charity solicitors, etc.

I cannot begin to tell you how devastating the restriction you are considering in Docket 92-90 would be, in that we no longer could call potential customers in our search for new business.

I have been on the receiving end of many unsolicited home telephone calls, office calls, home door knocking calls, and, frankly find it refreshing that people have the initiative to make a living by doing this.

Please, please do not impose this unnecessary restriction upon us. We already have too many restrictions mandated us by government and society.

Sincerely,



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August 20, 1992

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Office of Secretary
Federal Communications Commission
1919 M St. - N. W.
Washington, DC 20554

ATTENTION: Docket No. 92-90

Good Morning Secretary:

I urge you not to restrict my ability to earn my living by offering my services by telephone to Sellers of homes.

It is one way Sellers can find out about our services and make a selection as to which Realtor to choose.

Sincerely,

Vern Bridges Realtor

cc Roy D. Loach, NAR
777 14th St. N.W.
Washington, DC 20005

jw

CHOICE Realty Partners, Inc.

One Flagg Place • Lafayette, LA 70508 • 318-988-0505 • FAX 318-988-6666 • 800-232-4119

**COLDWELL
BANKER**

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AUG 31 1992

MAIL BRANCH

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SEP 18 1992

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

COLDWELL BANKER
RESIDENTIAL REAL ESTATE
118 GREEN BAY ROAD
WINNETKA, IL 60093-4007
(708) 446-9000 BUSINESS
(708) 446-3173 FAX

August 25, 1992

Office of the Secretary
FCC, Attention:Docket #92-90
1919 M Street NW
Washington, DC 20554

To Whom it may Concern:

I feel strongly that restricting person-to-person
telephone solicitations will do more harm than good.

There are many enterprises, real estate among them, where
contact with the public plays an essential role. In
times like these, when the economy is having problems,
many people do not put themselves forward to make moves
even when they need to, unless the "move" is brought to
them.

Restricting our ability to contact the public will make
it harder for people to sell their homes and may well
send more people into the ranks of those unable to earn
a satisfactory income.

Thank you for taking my viewpoint into consideration.

Yours truly,



Phyllis Alpern, CRS, GRI

A MEMBER OF THE SEARS FINANCIAL NETWORK

**COLDWELL
BANKER**

GIOVANNONI &
COOPER REALTY, INC.

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AUG 31 1992

MAIL BRANCH

August 27, 1992

Office of the Secretary
Federal Communications Commission
ATTN: Docket No. 92-90
1919 M Street N.W.
Washington DC 20554

To whom it may concern:

I would like to urge you not to restrict my ability as a real estate sales associate to use person to person telephone solicitations.

As you know, this is a major part of the success of my livelihood. I believe my associates and myself to be professional and courteous and my customers and potential clients do not complain about feeling harassed as a result of this type of solicitation.

Complaints about this marketing method are extremely low in comparison to other methods such as the use of artificial, computer-generated solicitations. Please do not restrict this marketing tool. I believe it would be a serious handicap to the real estate industry.

Thank you for your consideration.

Respectfully,

Angelo Passidakis

Angelo Passidakis

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

412 HEALDSBURG AVE.
HEALDSBURG, CA 95448
BUS. (707) 433-3397
FAX (707) 433-9335



Great Lakes Realty
31000 Northwestern Highway, Suite 101
Farmington Hills, MI 48334-2585
(313) 626-9100

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MAIL BRANCH

FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

Office of the Secretary
Federal Communications Commission
Attn: Docket No 92-90
1919 M st. N.W.
Washington D.C. 20554

Dear Sirs:

In considering the implementation of the Telephone Consumer Protection Act of 1991. I urge you not to restrict any person-to-person telephone solicitations.

As a Real Estate agent person-to-person solicitation is very important to my business and the business of most agents. To prohibit, or further restrict this activity would be detrimental to my ability to produce income.

I do agree that the use of artificial computer generated solicitations is not only offensive to consumers, but contributes to increased unemployment and consumer complaints.

Again I urge you not to restrict person-to-person solicitations in your consideration of "Docket No. 92-90 Telephone Consumer Protection Act of 1991."

Sincerely;

The Prudential
Great Lakes Realty

A MEMBER OF THE SEARS FINANCIAL NETWORK

**COLDWELL
BANKER**

GIOVANNONI &
COOPER REALTY, INC.

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

412 HEALDSBURG AVE.
HEALDSBURG, CA 95448
BUS. (707) 433-3397
FAX (707) 433-9335

August 27, 1992

Office of the Secretary
Federal Communications Commission
ATTN: Docket No. 92-90
1919 M Street N.W.
Washington DC 20554

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Thank you for your consideration.

Respectfully,

Bob Besancon

Bob Besancon

A MEMBER OF THE CEAR'S FINANCIAL NETWORK



GIOVANNONI &
COOPER REALTY, INC.

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MAIL BRANCH

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COMMUNICATIONS SECTION
FEDERAL COMMUNICATIONS COMMISSION
WASHINGTON, D.C. 20541

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FEDERAL COMMUNICATIONS COMMISSION
OFFICE OF THE SECRETARY

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HEALDSBURG, CA 95448
BUS. (707) 433-3397
FAX (707) 433-9335

August 27, 1992

Office of the Secretary
Federal Communications Commission
ATTN: Docket No. 92-90
1919 M Street N.W.
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Complaints about this marketing method are extremely low in comparison to other methods such as the use of artificial, computer-generated solicitations. Please do not restrict this marketing tool. I believe it would be a serious handicap to the real estate industry.

Thank you for your consideration.

Respectfully,


Mabel Baiocchi